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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY POSTS 4.1% INCREASE IN SALES FOR OCTOBER

The October 1990 total was $53.2 million, compared to sales of $51.1 million in October 1989.

For the year-to-date, 1990 billings reached $499.0 million, up 0.6% from the same period in 1989 when billings amounted to $496.0 million.

Eight of nine MTI districts outpaced their October 1989 sales and four districts are above all of 1989.

A summary of percentage change by geographic regions follows:

	District	Oct 90 vs. Oct 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	2.0	- 5.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.6	- 1.1
3	South Central (W.PA-OH-IN-KY)	2.1	4.0
4	Michigan	5.5	- 2.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 0.4	- 6.5
6	North Central (IL-WI-MN-MO-IA)	3.2	0.3
7	Pacific Coast (CA-AZ-ORE-WASH)	4.5	5.4
8	Southwest (TX-OK-AR-CO-LA-UT)	15.0	16.2
9	Canada	4.8	- 7.2

METAL TREATING INSTITUTE
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NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1990

BILLINGS FOR MONTH

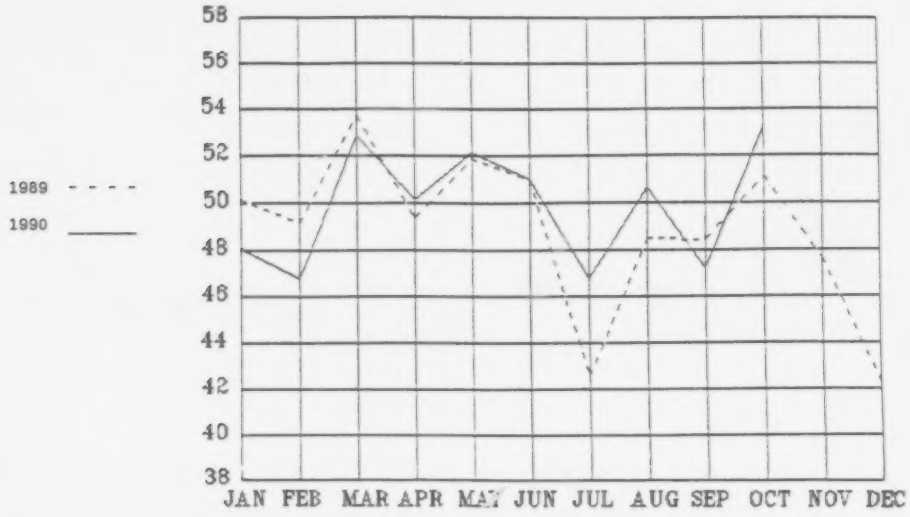
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	220	51128.6	53244.5	4.1	100.0	100.0
Dist. 1	16	3192.7	3257.5	2.0	6.2	6.1
Dist. 2	28	4885.3	5110.4	4.6	9.6	9.6
Dist. 3	42	9916.5	10122.9	2.1	19.4	19.0
Dist. 4	26	6815.2	7187.9	5.5	13.3	13.5
Dist. 5	17	2820.2	2808.0	- 0.4	5.5	5.3
Dist. 6	33	9632.0	9937.8	3.2	18.8	18.7
Dist. 7	26	6553.2	6846.0	4.5	12.8	12.9
Dist. 8	17	3020.4	3473.4	15.0	5.9	6.5
Dist. 9	15	4292.9	4500.5	4.8	8.4	8.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	495890.7	498926.7	0.6	100.0	100.0
Dist. 1	31706.5	29949.4	- 5.5	6.4	6.0
Dist. 2	48172.8	47661.3	- 1.1	9.7	9.6
Dist. 3	91783.7	95497.5	4.0	18.5	19.1
Dist. 4	68380.9	66674.2	- 2.5	13.8	13.4
Dist. 5	28253.8	26417.4	- 6.5	5.7	5.3
Dist. 6	91883.1	92142.0	0.3	18.5	18.5
Dist. 7	64207.7	67706.0	5.4	12.9	13.6
Dist. 8	27829.6	32336.6	16.2	5.6	6.5
Dist. 9	43672.6	40542.7	- 7.2	8.8	8.1

MILLIONS

NATIONAL BILLINGS



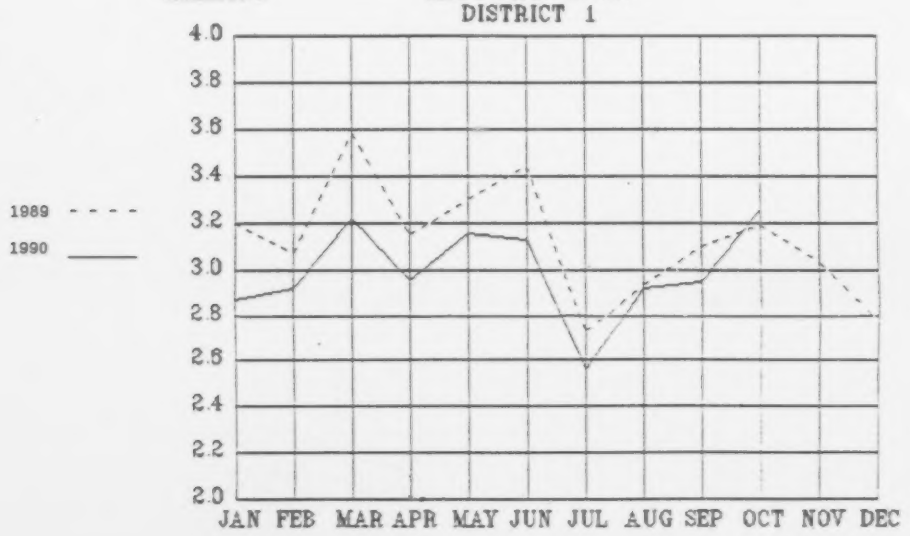
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.5	1.5	0.5	-0.1	9.8	4.5	-2.5	4.1		
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.6	-1.4	0.0	0.5	0.2	0.6		

MILLIONS

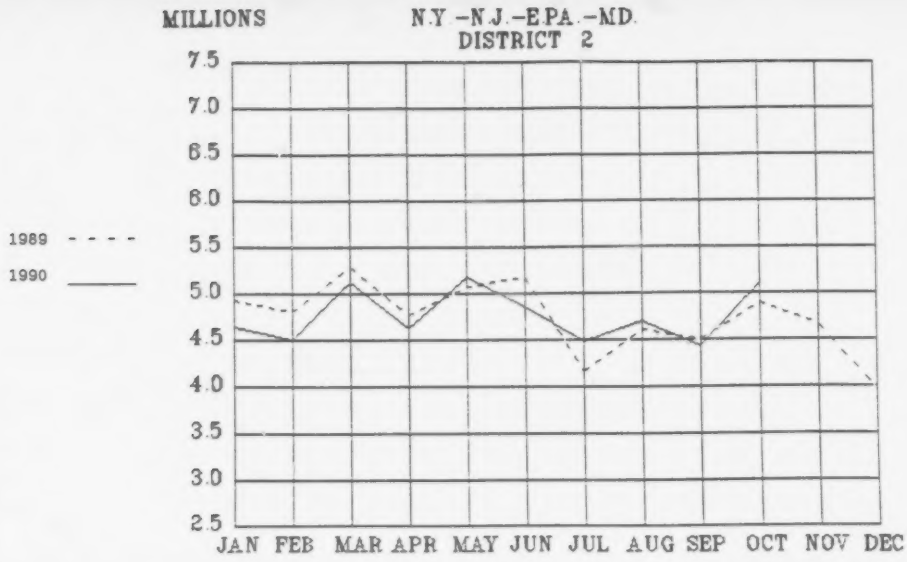
MASS.-R.I.-CONN. DISTRICT 1



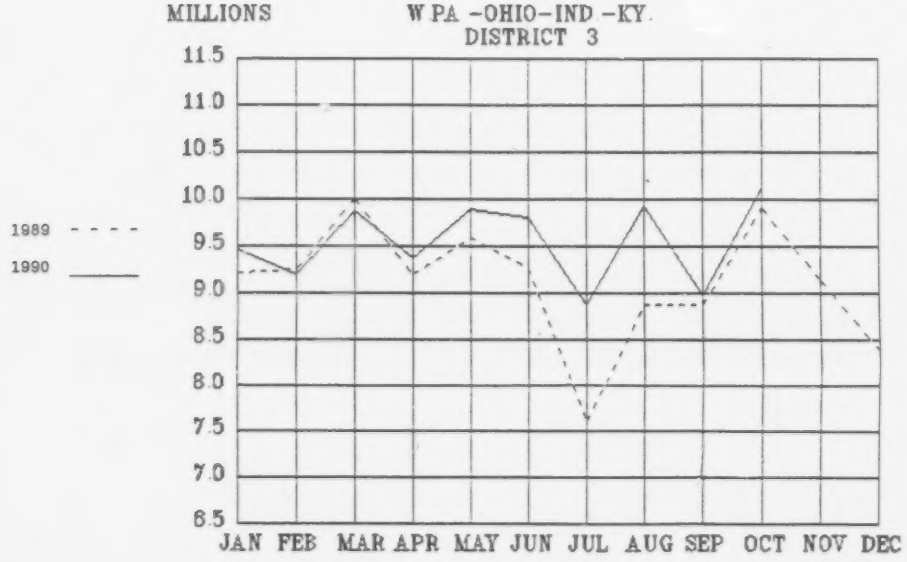
1989 - - - -

1990 ———

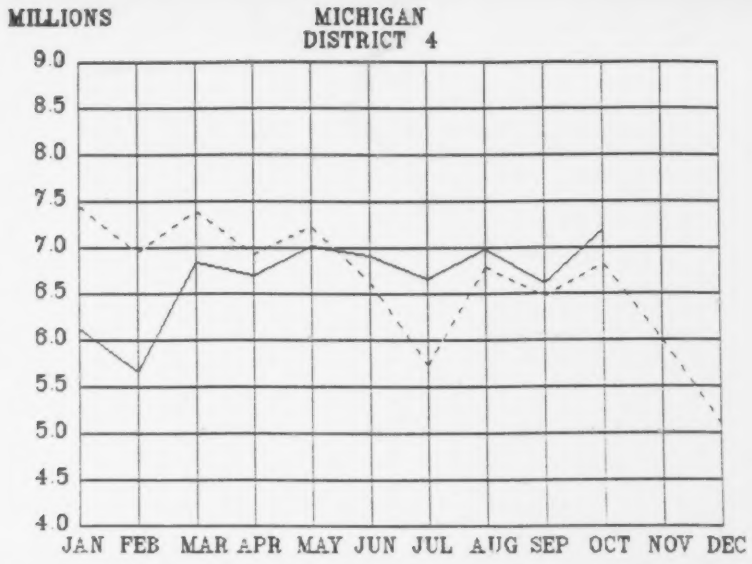
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2	-0.5	-4.7	2.0		
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4	-6.6	-6.4	-5.5		



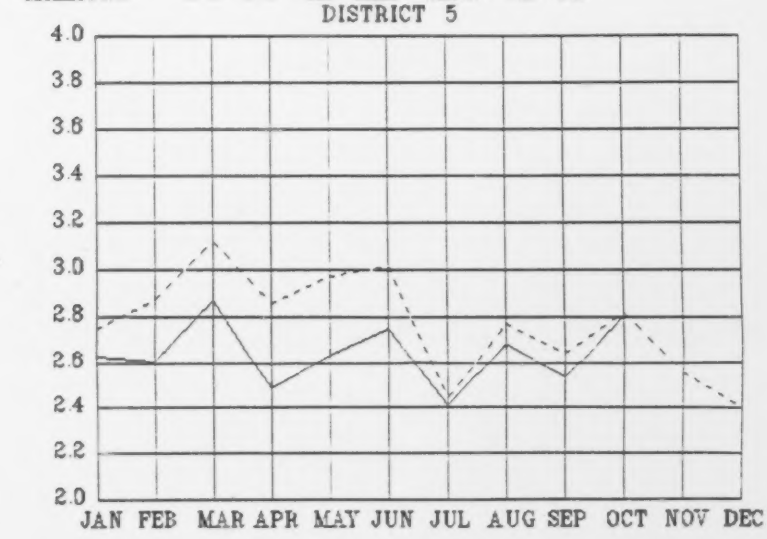
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	7.5	2.2	-1.3	4.6		
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.3	-1.7	-1.7	-1.1		



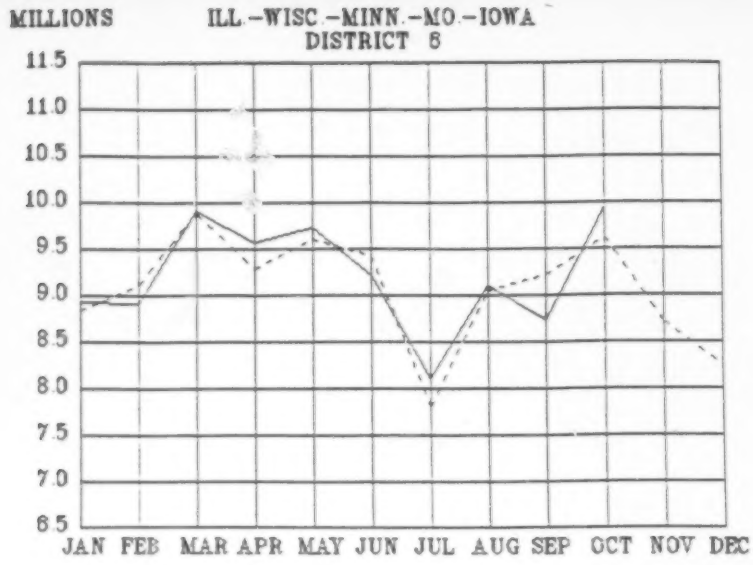
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	0.7	-1.2	2.0	3.0	5.7	16.8	11.9	1.3	2.1		
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.6	4.6	4.3	4.0		



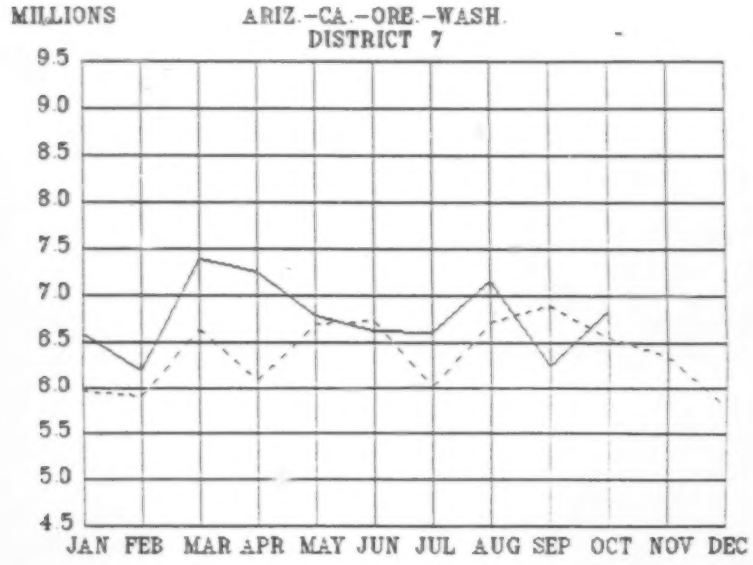
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1	3.0	2.2	5.5		
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0	-4.0	-3.4	-2.5		



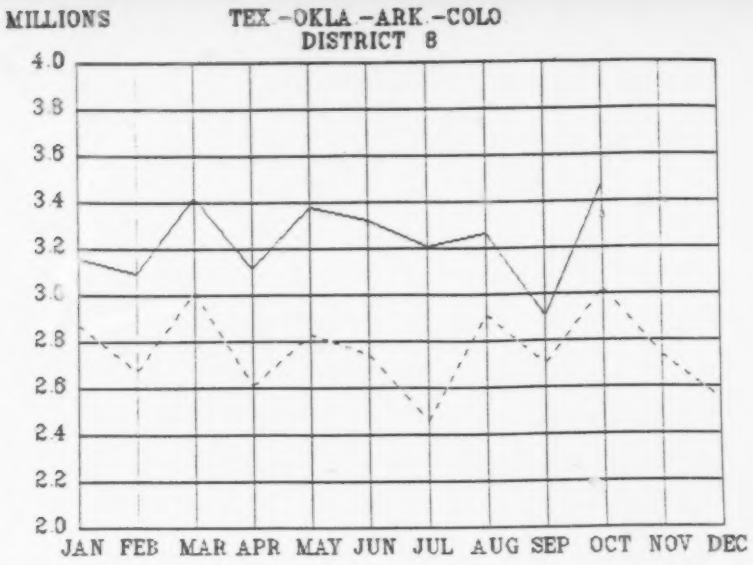
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.3	-9.2	-8.1	-13.0	-11.4	-8.8	-1.3	-2.9	-3.9	-0.4		
% Change	Cumulative	-4.3	-6.8	-7.3	- 8.7	- 9.2	-9.2	-8.2	-7.5	-7.2	-6.5		



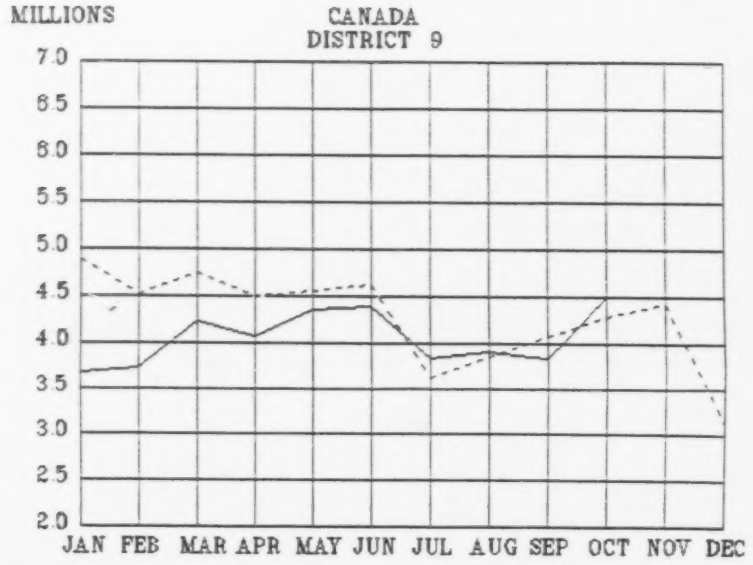
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-2.1	3.9	0.6	-5.3	3.2		
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.2	0.6	0.6	-0.1	0.3		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.4	4.9	11.3	19.1	1.3	-1.7	10.1	6.6	-9.3	4.5		
% Change	Cumulative	10.4	7.7	9.0	11.5	9.3	7.3	7.7	7.6	5.6	5.4		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	15.9	13.5	19.5	19.2	21.1	30.4	11.9	7.7	15.0		
% Change	Cumulative	10.0	12.8	13.1	14.6	15.5	16.4	18.2	17.4	16.3	16.2		



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9	6.0	1.3	-5.7	4.8		
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.0	-8.8	-8.5	-7.2		